

## Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 CIAE-00 INR-07

NSAE-00 SP-02 /027 R

DRAFTED BY NEA/INS:RBMORLEY:BH

APPROVED BY NEA/INS:DKUX

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P 061546Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: CALTEX DIFFICULTIES IN INDIA

REF: NEW DELHI 11932

1. AT THEIR REQUEST, CALTEX REPS RYAN AND LAVERY CALLED ON NEA/INS SEPTEMBER 5 TO DISCUSS CALTEX PROBLEMS IN INDIA. WE PROVIDED THEM WITH INFORMATION CONTAINED IN PARAGRAPHS 1 AND 2 OF REFTEL. WE ALSO CONFIRMED THAT LEVENHAGEN HAS APPOINTMENT WITH AMBASSADOR FOR 11:30 A.M. SEPTEMBER 9.

2. RYAN SAID INFORMATION REFERRED TO IN PARA 2A OF REFTEL WILL BE GIVEN TO THE GOI NEXT WEEK. HE SAID CALTEX WANTS TO MAINTAIN A PRESENCE IN INDIA AS LONG AS POSSIBLE AND WANTED TO REACH AN ACCOMMODATION WITH THE GOI.

3. HE SAID HE HOPED AMBASSADOR SAXBE WOULD CALL ON GOI AT THE APPROPRIATE LEVEL AND ASCERTAIN WHETHER (A) IT WAS THE INDIAN INTENTION TO GET CALTEX OUT OF INDIA ENTIRELY OR (B) THERE WAS ANY HOPE FOR A COMPROMISE. RYAN SAID HE THOUGHT THE AMBASSADOR SHOULD MAKE HIS APPROACH SOON,  
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BEFORE CALTEX POSITION IN INDIA IS FURTHER COMPROMISED.

HE THOUGHT CALTEX MIGHT BE WILLING TO AGREE TO A COMPROMISE  
WHEREBY GOI WOULD TAKE OVER MARKETING OPERATION BUT WOULD

ALLOW CALTEX MAINTAIN PRESENCE IN INDIA, PERHAPS AS A  
PROCESSER OF PETROLEUM PRODUCTS OR SUPPLIER OF CRUDE.

4. WE REMINDED CALTEX THAT LEVENHAGEN WOULD BE MEETING  
WITH THE AMBASSADOR SEPTEMBER 9 AND HE WOULD PROBABLY NOT  
MAKE A FINAL DECISION ON HIS COURSE OF ACTION UNTIL AFTER  
THAT MEETING. WE ALSO TOLD RYAN USG WAS NOT PREPARED TO  
NEGOTIATE FOR CALTEX WITH GOI, BUT WOULD DO OUR BEST TO  
SEE THAT GOI NEGOTIATED IN GOOD FAITH WITH THE COMPANY.  
MAW

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
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**Draft Date:** 06 SEP 1975  
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**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** RBMORLEY:BH  
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